



Preparing your home for sale

A checklist for helping you stand out and sell faster

Competition can be fierce in the real estate market. So how do you make sure your home is the one that gets attention and gets sold? Well, a lot of factors come into play that are beyond a homeowner's control, such as current market conditions and regulatory environment. That being said, there are a lot of things that a homeowner can control to maximize opportunity and profit. Here is a quick list to help you make the most of your selling experience before you even put your home up for sale:

Do some research to determine your home-selling strategy and ask yourself: Is now the best time to sell from both an emotional and a marketability perspective? How much do I want/need to get in terms of a selling price?

Prepare yourself emotionally to have people in your home. Potential buyers will be scrutinizing your living space — and you need to be ready for the feedback, both positive and negative.

Locate paperwork that will answer potential buyers' questions such as utility bills, tax bills, warranties, renovation dates and invoices, property surveys and so on.

Put yourself in the buyer's shoes and do a thorough walk-through, critiquing your home from their perspective. Making a few small touch-ups and repairs can make a big impression.

Clean, declutter and depersonalize your home so that prospective buyers don't get distracted from its features. For a complete listing of areas to consider when making your home look its best, [click here](#).

Maximize curb appeal to create a powerful first impression that draws prospective buyers. Here are some good ideas to make your home inviting as suggested by [MoneyTalksNews.com](#).

Enlist the help of an experienced, certified and trusted home inspector like [AmeriSpec®](#). By understanding what repairs — both minor and major — your home needs, you can get in front of potential conditions that can slow or derail a sale altogether.

Interview several realtors before selecting one to represent you and your listing. It is important to choose one that specializes in your particular area and type of home; one that has a solid reputation and valid credentials; and one that comes recommended. [Howrealtorshelp.ca](#) offers [10 questions](#) you should consider asking potential candidates.

Consider using the [Certified Resale Home](#) service - a pre-listing home inspection backed by an 18-month transferrable warranty to help your home stand out.

By preparing yourself and your home with these simple yet effective tips, you're well on your way to ensuring a better, faster closing experience.

Be sure to visit [thecertifiedresalehome.ca](#) for more information on how to put this innovative service offering to work for you.

To add CRH to your listing, call 1 (888) 771-0065 Ext 763233 or visit

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